



MASTER OF MANAGEMENT OF INNOVATION

**Class of 2022
Student Viewbook**

DIRECTOR'S MESSAGE

On behalf of the Master of Management of Innovation (MMI) program at the University of Toronto, I would like to personally thank you for considering our students for internship opportunities. At MMI, we believe that growth for businesses, organizations, and even nations cannot be sustained without being at the forefront of innovation and harnessing it properly. Our program graduates highly qualified young professionals who are ready to tackle today's biggest business challenges, and we know you will find great value in their contributions.

We provide a dynamic learning environment which perfectly blends rigorous training and innovative thinking into intense course work that covers the latest developments in marketing, finance, business strategy, technology management and innovation policy. MMI's summer internship program prepares students to embark on their professional journey, by applying the knowledge gained in the classroom to bring fresh and innovative perspectives to the management of your organization.

We are pleased to have seen such enthusiasm and support for our students and program, and we are extremely excited to partner with you!

Best,



Matthew Osborne
Director, MMI
Associate Professor (Marketing)

PROGRAM OUTLINE

Master of Management of Innovation - MMI Your Master's Degree in 12 months

The Master of Management of Innovation program attracts students with science, engineering and technology backgrounds. The program prepares students with the knowledge, skills and strategic perspectives required to become leaders and senior managers.

Our curriculum provides a strong foundation in economic analysis, technology management, business strategy, finance, accounting, marketing and policy. The required academic core courses focus on management and economics; students select three electives tailored to their interests and goals.

Students must complete the MMI internship in order to be eligible for graduation. The internship allows students to gain valuable, real-world work experience and an opportunity to demonstrate the key competencies the MMI program has taught them.

Core Courses and Electives

Fall	MMI1010H	Prices and Markets
	MMI1020H	Introduction to Big Data Analysis
	MMI1030H	Marketing
	MMI1040H	Accounting
	MMI1060H	Finance
	1 Elective	*
Winter	MMI1050H	Negotiations
	MMI1070H	Economics of Business Strategy
	MMI1080H	Management of Technology
	MMI1090H	Technology, Strategy and Policy
	2 Electives	*
Summer	MMI1100H	Internship

* Students are free to choose electives from graduate courses across all disciplines at the University of Toronto.

INTERNSHIP RECRUITMENT & SCHEDULING

TERM 1

Core Courses/Electives
September to December 2021

TERM 2

Core Courses/Electives
January to April 2022

TERM 3

Internship
May to August 2022

INTERNSHIP OBJECTIVES

Experiential learning is an integral part of the MMI program. Combined with on-the-job training, experiential learning has the power to inspire students not only to reinforce the material presented in lectures but also transfer it to the workplace and teach it to others. Hence, the main objectives of the internship are to:

1. Apply the knowledge and skills learned in the classroom to address innovation challenges and opportunities at the host organization;
2. Acquire new knowledge and skills from supervisors and other team members at the host organization;
3. Transfer knowledge and skills to the workplace;
4. Learn about opportunities and challenges in technology management at the host organization and;
5. Share the knowledge gained from work experience with all members of the class, faculty and staff of the MMI program.

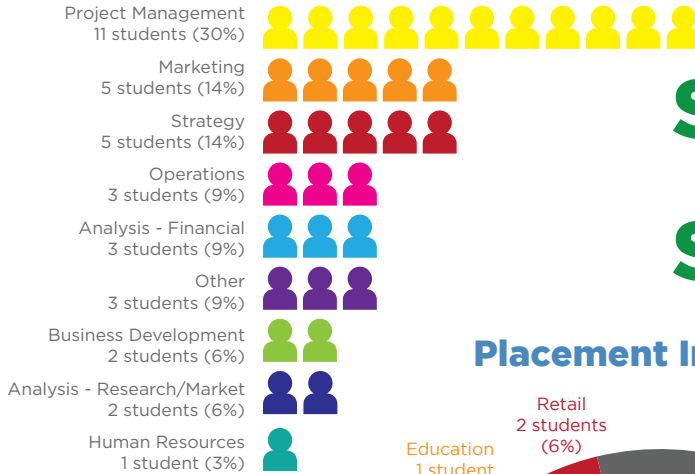
CRITERIA FOR INTERNSHIP PLACEMENTS

- Internship term must end no later than August 31, 2022.
- Students must complete at least 10 weeks of full-time work (min. 30 hours/week) with an approved company.
- Internships cannot be of an entry-level administrative nature and must provide students with in-depth exposure to the employer's organization.
- During the internship, students must have a qualified person responsible for evaluating their progress.
- The student's supervisor must complete an evaluation of the student at the end of the internship term.

MMI CLASS OF 2021 INTERNSHIP STATS

Class of 2021 MMI Internship Stats

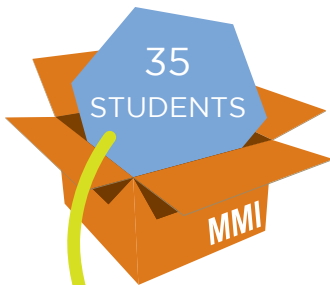
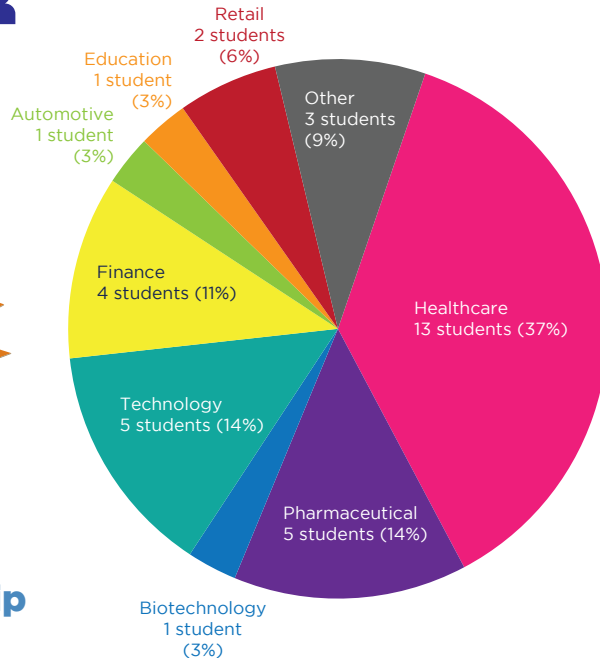
Placement Functions



\$ Salary Average
\$23.69/hr
\$3,790/month
\$45,484/annual

\$ Salary Range
\$15-\$38/hr

Placement Industry



100%
Secured Internship
Placement

HIRING CONTACT



For more information on hiring an MMI student:

Afrodite Cruz
Recruitment, Placement and Employer Relations Manager
Master of Management of Innovation
INSTITUTE FOR MANAGEMENT & INNOVATION
Innovation Complex, Suite 2255
3359 Mississauga Rd | Mississauga, ON L5L 1C6 | Canada
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Institute for Management & Innovation
UNIVERSITY OF TORONTO

MISSISSAUGA



ZAID ALLI

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

McMaster University, Hamilton, ON
Honors Bachelor of Life Science, 2020

- Dean's List Honoree, 2020
- 3.5 GPA

PROFESSIONAL EXPERIENCE

PALADIN SECURITY, Mississauga, ON

Senior Officer, 2017-Present

- Serve as security and supervision lead on numerous work sites including commercial, residential and special event locations ensure staff and visitor safety by following all safety measures and communicating effectively
- Promoted to Senior Officer position after two years of employment
- Selected to serve as health and safety representative for group of 5 Union members
- Establish excellent rapport and trust with client management and local law enforcement teams

KARMAX HEAVY STAMPING, Milton, ON

Assembly Line Team Member, Summer 2014

- Member of 20+ person auto manufacturing and auto parts assembly line team
- Created and followed an organized and safe assembly strategy resulting in high quality products which passed all design inspections
- Worked collaboratively with Quality Control team to review final products before shipping and packing for customers; assured that all quality standards were met
- Successfully met all line productivity deadlines; 1,000+ completed and inspected items per shift
- Operated and tended automated assembling equipment and machines; provided training on machine operation to 10 new employees

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

S4E ACADEMY, Mississauga, ON

Tutor, 2019-2021

- Tutored 8 secondary school students in Math, English and Science as part of an online supplementary program
- Taught students at various stages of cognitive, linguistic, social and emotional development
- Resolving technical/connectivity issues in virtual and in person settings

ISNA FOOD BANK, Mississauga, ON

Distributor/Receiver, 2014-2020

- Collected, received and sorted food donations from delivery trucks; 500+ units per every 6-hour shift
- Prepared food bags based on family requests and needs; distributed food on site
- Cleaned, sorted and organized pantry areas; assisted with maintaining food inventory

INTERESTS & ACCOMPLISHMENTS

- Residential real estate; 1 year's worth of experience as a retail investor with returns exceeding 400%
- Body building and nutrition: 7 years of experience in fitness and nutrition



HARANGAD ANAND

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SKILLS SUMMARY

- Excellent problem solving and critical thinking abilities
- Skilled communicator with an entrepreneurial spirit and creative mind
- Enjoy working on challenging tasks collaboratively; thrive in team environments

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

University of Toronto Scarborough, Scarborough, Ontario
Honours Bachelor of Science, 2021

- Recipient of the F E J Fry Award for excellent academic achievement in Biological Sciences
- Graduated with Distinction, 3.75 GPA in the last 2 years of full-time study

PROFESSIONAL EXPERIENCE

BOUNCY CASTLE KING, Toronto, Ontario

Founder/Operator, 2019-2021

- Founded a bouncy castle rental business; created and executed various online marketing strategies to bring services to a wider audience using social media
- Addressed clients' questions about services in a timely and courteous manner
- Managed all company finances including invoicing, staff pay, and tax documents
- Averaged ~\$10,000 of revenue per season

ADVANCE TAX & ACCOUNTING, Toronto, Ontario

Bookkeeper, 2017-2021

- Recorded and verified all transactions; classified and organized personal and business files
- Created spread sheets for staff to help better organize client data

ROGERS COMMUNICATIONS INC., Pickering, Ontario

Wireless Sales/Customer Care Agent, 2019

- Promoted key products and services as a member of the Wireless Sales Team
- Recognized as Best Overall Wireless Sales agent in department by peers and management
- Provided customers with troubleshooting advice on their Rogers wireless services

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

APEX (ACHIEVING PROFESSIONAL EXCELLENCE) CONFERENCE, Toronto, Ontario

Ambassador for UofT STEM, 2020-2021

- Selected to be the APEX ambassador for UofT STEM
- Hosted information sessions to inform interested students about the networking opportunities, keynote speakers, workshops, and over 75 recruiters that would be attending the event

INTERESTS & ACCOMPLISHMENTS

- Interested in finance and investing; in my personal time I follow the stock market and am currently preparing to write the CFA Level I exam in the Winter of 2022



VICTORIA BARROSO

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Western University, London, ON

Bachelor of Science, 2020

- President (Elected), Science Students' Council

PROFESSIONAL EXPERIENCE

UNIVERSITY STUDENTS' COUNCIL, London, ON

Vice President University Affairs, 2020-2021

- Member of the senior leadership team at one of Canada's largest student organizations
- Provided strategic direction and set goals for 60+ full-time staff, 300+ part-time staff and 200+ volunteers
- Served as the Chief Advocate and Stakeholder Relations Manager to university administration; consistently developed evidence-informed positions and policies on issues affecting students

GOWLING WLG, London, ON

Summer Law Admin Student, Summer 2019

- Led the organizations' "paper light" sustainability initiative resulting in complete digitization of client records
- Worked closely with a large team of lawyers and clerks to provide administrative assistance on cases in various areas of law including immigration, employment and real estate.
- Used various document management systems and provided front line client services through reception

WESTERN UNIVERSITY HOUSING, London, ON

Residence Advisor, 2017-2018

- Provided support and mentorship to 35 students living in residence; created programming to ease their transition to university life
- Facilitated weekly floor meetings and building-wide programming to encourage communication, inclusivity and team building
- Collaborated with a 36-member residence staff team to ensure student safety during on-call duty shifts; responded to high stress situations while successfully executing first aid and critical judgement

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

SPECIAL OLYMPICS, Cambridge, ON

Basketball Coach, 2015-2017

- Coached a team of 30 adults with varying physical and developmental abilities; taught skills and ran practices once/week
- Accompanied team to home and away tournaments up to 5 times a year

ACCOMPLISHMENTS

ROOKIE OF THE YEAR, Western University – 2018

- Recognized as the first-time staff member who showed dedication and passion towards student life

KINDEST RESIDENT, Residents of Saugeen-Maitland Hall - 2017

- Identified as the kindest person by the 1,250 students that lived in my first-year residence building

YOUNG WOMAN OF DISTINCTION, YWCA Cambridge - 2016

- Selected as the recipient of award that recognizes leadership, vision, enriching and improving the quality of life for others and demonstrating initiative; won award in the Under 30 category at age 17

INTERESTS

- Basketball and softball (played competitively for 9 years), travel and learning Portuguese



WAI CHUNG JUSTIN CHAN

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Ryerson University, Toronto, ON
Bachelor of Engineering (Aerospace), 2021

- Dean's List, 2020-2021

PROFESSIONAL EXPERIENCE

Sprout by Roots Technologies, Hong Kong
Startup Business Operations Intern, Summer 2021

- Conducted an evaluation of 4 competitors using SWOT methodologies to enhance product development by integrating innovative features into the platform
- Compiled and implemented new client outreach strategies resulting in improvements in client response and retention rates by 5%
- Performed orientation sessions and demonstrated product features in a virtual setting to assist groups of 3-5 new clients in orienting themselves within the platform

Hong Kong Government Science Museum, Hong Kong
Summer Tours Internship, Summer 2020

- Designed a guided tour of the transportation hall to be delivered by museum docents for elementary school aged students
- Organized and delivered introductory workshops such as a demonstration of Bernoulli Principle
- Created digital signage using Photoshop illustrating how to interact with exhibits in order to improve museum experience and increase attendance rate

De Havilland Aircraft of Canada Limited, Toronto, ON
Aerospace Engineering Co-Op, 2019-2020

- Implemented modifications to tooling inventory by identifying misplaced tools and established categorized storage units in an organized manner to increase productivity
- Independently coordinated with University of Toronto Institute for Aerospace Studies team to identify deficiencies in the legacy performance management model reducing lead times
- Assessed and rectified management of foreign object debris (FOD) promoting visual awareness and implementing FOD checklists in all workstations to ensure a safe working environment
- Translated deviation reports between Chinese and English to diagnose safety concerns and facilitated clear communication between De Havilland Aircraft and Shenyang Aircraft Corporation

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

Ryerson Aero Design Team, Toronto, ON
Finance Lead, 2020-2021

- Recruited 4 financial sponsors to support fabrication of the aircraft valued at \$5,000
- Worked closely with a team of 30 engineers to create financial models and authored bi-weekly budget reports to allow for fair allocation of funds amongst sub-teams

Ryerson CANSAT Team, Toronto, ON
Media Production Lead, 2018-2021

- Created and managed social media content on Instagram and Facebook pages promoting brand image and recruitment for CANSAT resulting in increased participation at events by 50 attendees
- Organized logistics and weekly meetings for electronics and structures teams; followed up with participants ensuring the completion of meeting resolutions



CAROLINA CORREDOR BENITEZ

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SKILLS SUMMARY

- Highly adaptable and motivated; enjoy working collaboratively with others in fast-paced environments
- Results-oriented with a proven track record of excellent results and feedback
- Strong interpersonal, analytical and critical thinking abilities

EDUCATION

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2022

- Winner, Academic Merit Scholarship

University of Toronto, Toronto, ON

Honours Bachelor of Science, 2020

- Double Major: Biology for Health Sciences and Chemistry
- Dean's Honour List, 2018-2020
- GPA 3.83

PROFESSIONAL EXPERIENCE

HALTON REGION, Halton, ON

COVID-19 Vaccine Clinic Support Staff, 2021- Present

- Register ~120 clients/shift; collect, verify and enter data collected to send to Ministry of Health
- Oversee clinic wait times and flows by guiding and directing ~300 clients/shift to appropriate Immunizer
- Selected by Clinic Site Supervisor as 1 of 3 staff to provide training and COVAX CRM troubleshooting assistance to new staff
- Address vaccine and clinic related questions professionally and promptly to ensure a positive clinic experience

SCHOLARS EDUCATION, Oakville, ON

Tutor, 2021-Present

- Provide 1-on-1 stimulating and personalized tutoring sessions to children from Grades 4-12 in English, Math and Chemistry
- Teach effective study techniques to instill confidence and passion for learning; students noted an ~10% increase in averages

COLOSSUS DENTAL CENTER, Vaughan, ON

Summer Student Dental Floater, Summer 2017, 2018, 2019 and 2020

- Used patient booking system (Tracker) to schedule appointments and process payments (~600 total patient files and 20+ payments daily)
- Reduced patient backlog at clinic by performing a data clean up resulting in the creation of ~200 new appointment slots
- Updated and organized confidential patient files including detailed medical and financial information (i.e., insurance policy data and payment history)
- Assisted dental practice owner and associate dentists with various dental procedures (i.e., cleanings, fillings)

UNIVERSITY OF TORONTO, Toronto, ON

Research Opportunity Program (ROP) Student, Summer 2019

- Selected as 1 of 2 students out of a group of 40 to participate in voltage-gated channel research in a biology lab; tasked with mentoring and supervising 2 undergraduate students who were new to the lab

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

HALTON DOWN SYNDROME ASSOCIATION, Milton, ON

Halton Walk for Down Syndrome Station Operator, Summer 2019

- Managed food and game stations during the Halton Walk for Down Syndrome Event

MISSISSAUGA FOOD BANK, Mississauga, ON

Food Sorter, Summer 2018

- Member of 6-person team responsible for sorting donated goods into family baskets for distribution



DIEGO CRISTERNA MORALES

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SKILLS SUMMARY

- Strong leadership abilities developed through community and student activities; highly motivated
- Excellent communicator who enjoys collaborative tasks; results oriented and adaptable
- Curious, fast learner who is open to feedback and learning by doing

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Tecnológico de Monterrey, Monterrey, Mexico

B.S. Industrial Engineering, Minor in Systems Engineering, 2021

- Awarded the Social Leadership Recognition and Excellence Diploma for contribution to student life
- GPA 3.7

PROFESSIONAL EXPERIENCE

SAN PEDRO SECRETARY OF CULTURE AND EDUCATION, San Pedro Garza García, Mexico

Public Parks Project Developer, Summer 2021

- Organized and ran cultural and athletic activities for 15,000+ visitors to local public parks
- Designed standard operating procedures for new projects resulting in on time completion of short-term projects
- Reviewed applications from 20+ parks volunteers; selected candidates to interview and hire

INARI LEARNING AND TECHNOLOGIES, Monterrey, Mexico

Educational Content Development Intern, 2020-2021

- Sourced possible new CRMs for the organization by completing a competitive analysis; selected new CRM based on requirements and oversaw implementation of new CRM for the company
- Developed E-learning content for 500+ staff; created presentations and videos to ease with transition to new system use and received positive feedback on training abilities and ability to explain complicated concepts
- Suggested new projects for future interns to work on; projects were approved and assigned to interns

PREPANET, Monterrey, Mexico

Student Recruitment and Promotions Intern, 2019

- Represented organization at sales meetings; visited 20+ companies to promote the program and oversaw all follow up activities including preparation of quotes
- Managed communication with future Prepanet students resulting in 95%+ retention
- Oversaw content creation of promotions on social media resulting in an 110% increase in followership

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

PREPANET, Monterrey, Mexico

Tutor and Coordinator, 2018 - 2021

- Tutored 30 adults in high school level math; prepared lessons and provided feedback
- Selected to serve as Coordinator after one year; managed scheduling of 20 tutors and trained new tutors

RUNIIS 5K, Monterrey, Mexico

Event Manager, 2019

- Managed a team of 4 and organized charity event that raised \$5,000+ for local education programs for kids

OHANA A.C., Mexico

President, 2017

- Led a team of 7; hosted activities for local children's shelter; built positive relationships with kids and families



GEMMA DENHAM-WALWYN

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SKILLS SUMMARY

- Adaptable and highly motivated; strong and genuine interest in the pharmaceutical sector
- Exceptional communication and relationship building abilities; extensive experience in client facing positions
- Proven track record of leadership, collaboration and high quality results

EDUCATION

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2022

- Winner, 2021 MMI Academic Merit Scholarship

Ryerson University, Toronto, ON

Bachelors of Science in Nursing (BScN), 2021

- Dean's List, 2020-2021; Final Year GPA 4.3

PROFESSIONAL EXPERIENCE

Toronto General Hospital, Toronto, ON

Nursing Clinical Consolidation, Winter 2021

- Provided and managed care for general internal medicine inpatient unit (~30 patients)
- Developed exceptional clinical skills related to chronic respiratory and cardiovascular disease, including symptom assessment and management, stabilization of critical illness, health promotion and patient education
- Seamlessly adjusted to new and stricter COVID-19 protocols related to correct use of personal protective equipment and infection prevention/control resulting in zero staff acquired COVID cases on unit

Dermetics, Burlington, ON

COVID-19 Patient Assessor, Summer 2020

- Led patient COVID-19 assessment efforts for clinic resulting in zero transmissions (~30-40 patients daily)
- Implemented strict infection prevention and control program and adopted correct use of personal protective equipment according to company policy and Health Canada standards
- Trained 2 new staff members on best practice regarding control measures and contact tracing for COVID-19 prevention

The Mclean Clinic, Mississauga, ON

Medical Administrative Assistant, Summer 2018 and 2019

- Managed electronic medical records and patient information through scheduling and data entry for multiple health care providers for 40+ patients per day
- Collected patient data and vitals information; organized medical record charts, distributed lab results to clinicians

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

Pangaea Group - Science to Business Academy, Toronto, ON

Canadian Pharmaceutical Landscape Training Course, Summer 2021

- Developed a broader understanding of the Canadian pharmaceutical industry including professional roles and responsibilities pricing and reimbursement, commercial planning, product launches and regulatory affairs

Ryerson University - Marketing and Communications S-Committee, Toronto, ON

Instagram Social Media Manager, 2020-2021

- Oversaw branding and marketing initiatives of student club focused on promoting faculty events and resources resulting in a growth of 90% in followership in 6 months

Ryerson University / Tri-Mentoring Program, Toronto, ON

Peer Mentor, 2020-2021

- Selected as 1 of 30 student mentors to work one on one with new students and assist in their transition to university life



TSZ KWAN (PHOEBE) FUNG

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

- Winner, MMI Entrance Scholarship for Academic Excellence, 2021

University of Toronto, Toronto, ON
Honours Bachelor of Science (Health & Disease), 2021

- Graduated with High Distinction
- Winner, Ted Mossman (OSOTF) Scholarship for Academic Merit, 2017

PROFESSIONAL EXPERIENCE

TALKING BOOK LIBRARY, Toronto, ON
Marketing Coordinator, Summer 2021

- Collected and summarized marketing data of ~100 Canadian foundations using Excel; established new contacts through phone calls and emails for potential funding opportunities
- Assisted Board Chair with drafting communications to encourage partnership building with supporters and new donors
- Conducted research on international foundations and corporate matching gift programs; investigated the potential tax implications for donors to expand the donor pool

TRINITY DENTAL CENTRE, Toronto, ON
Office Associate, Summer 2018

- Assisted a dental group of 3 dentists and 4 dental assistants in maintaining a safe and sterile environment for patients
- Aided patient transport and explained basic oral hygiene practices; ~50 patients per week

RESEARCH EXPERIENCE

FACULTY OF DENTISTRY, UNIVERSITY OF TORONTO, Toronto, ON
Thesis Project Student, 2019-2020

- Member of 10-person microbiology lab; investigated the antibacterial activities of oral commensals against dental caries
- Reviewed 50+ publications and completed literature reviews; presented summaries in lab meetings
- Planned and performed experiments using waxworm infection model (2,000+ worms); created Excel graphs to analyze efficacy data for further study in mammalian models; received A grade

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

YOUTH ASSISTING YOUTH, Toronto, ON
Tutor, 2020-2021

- Provided one on one afterschool virtual tutoring to at-risk youth in Grade 7 in Math and Science
- Prepared interactive lesson plans based on individual learning goals during COVID-19

WOMEN IN SCIENCE AND ENGINEERING, UNIVERSITY OF TORONTO, Toronto, ON
Mentor, 2020-2021

- Initiated regular meetings with 4 high school students to discuss post-secondary applications and career opportunities
- Inspired mentees to become leaders and pursue tertiary education in STEM fields; 100% admitted to desired programs

UNIVERSITY OF TORONTO CHINESE CHRISTIAN FELLOWSHIP, Toronto, ON
Large Group Coordinator (Elected), 2018-2019

- Worked closely with 7-person committee to plan and execute weekly programs and fall/winter retreats for 80+ students
- Organized community outreach events such as sandwich run and de-stressing booths with 100% volunteer attendance
- Recruited 20 music team members and 2 team leaders and organized logistics in practices using Google Suites
- Promoted events through social media and in-person presentations resulting in 30+ new members in one year

INTERESTS & ACCOMPLISHMENTS

- Completed Recital Diploma in Cello Performance (ATCL) with Trinity College London; former cellist in youth orchestras



ELY HAAG

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SKILLS SUMMARY

- Strong problem solving, analytical and communication skills; proven track record of successful project management
- Collaborative and enthusiastic team player who is highly flexible and eager to learn
- Results-oriented and highly motivated

EDUCATION

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2022

- Winner, 2021 MMI Entrance Scholarship for Academic Excellence

Universidad Nacional de Litoral, Santa Fe, Argentina

BSc in Biochemistry, 2011

- Winner, 2010 CIENTIBECA Science Research Scholarship for Excellence in Research
- Graduated with Honors; awarded the distinction of having the highest GPA in graduating class of 40 students (3.8)

PROFESSIONAL EXPERIENCE

NEWPROSPEX HEALTHCARE CONSULTING, Toronto, Ontario

Research Consultant, 2021-Present

- Co-authoring research project on the challenges and potential changes to address surgery backlog and current waiting lists in healthcare system across Canada

BECKMAN COULTER, Buenos Aires, Argentina

Senior Field Applications Specialist, 2018-2020

- Served as Technical and Product Advisor (field-based) for all laboratory diagnostic products of the company
- Oversaw distribution, sales, and customer service teams with cross functional partners; provided feedback and coaching to 35 staff
- Worked collaboratively with key clients to create growth strategies through automation resulting in improved customer satisfaction ratings as noted in annual reports
- Launched new hematology technology across LATAM; developed and delivered training sessions for the first hematology analyzer with sepsis indicator approved by Food and Drugs Administration (FDA)

CENTRALAB S.A., Buenos Aires, Argentina

Biochemist and Chief of Laboratory Staff, 2015-2018

- Led project management of diagnostic equipment platform change across 9 laboratories for a period of two years
- Transitioned company to new electronic laboratory information system; trained and on-boarded 200 new staff over the course of 6 months
- Selected by Senior Management to serve as “Chief of Staff” at main laboratory; managed team of 10 and oversaw all scheduling, safety, performance evaluation and study compliance

JOSE MARIA CULLEN HOSPITAL, Santa Fe, Argentina

Clinical Biochemist Resident, 2012-2015

- Worked in Central Diagnostics Laboratory of city’s largest hospital (~400 patients daily); oversaw laboratory testing, compliance and quality assurance
- Completed residency and received positive feedback from supervisors and peers; gained experience in immunology, molecular biology, microbiology and hematology diagnostics

INTERESTS & ACCOMPLISHMENTS

- Multilingual - Fluent in English, Spanish, Portuguese and currently learning French
- Launched small tropical and exotic plant business online; have received “Best Seller” ratings on several platforms including Facebook and Instagram (2021)



SARA HAMMOUD

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SKILLS SUMMARY

- Exceptional problem solving and analytical abilities; enjoy working collaboratively with others
- Proven track record of effective project management; highly organized and motivated
- Strong communication and interpersonal skills; results oriented and flexible
- Fully proficient in Veeva Systems, MS Teams and Salesforce

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Lebanese American University, Beirut, Lebanon
Doctor of Pharmacy, 2016

- The only Pharm. D program outside the United States accredited by Accreditation Council for Pharmacy Education (ACPE)
- Selected as 1 of 30 from group of 150 top students to complete 1 year Pharm. D program and 5 month exchange in the US
- Completed 9 clinical rotations in Lebanon and in the US; graduated with a GPA of 3.85

Lebanese American University, Beirut, Lebanon
Bachelor of Pharmacy, 2015

PROFESSIONAL EXPERIENCE

MERCK SHARP AND DOHME LEVANT (MSD) ALSO KNOWN AS MERCK & CO. IN THE U.S AND CANADA , Beirut, Lebanon
Professional Medical Representative, 2016-2021

- Member of 7 person Primary Care and 11 person Vaccines Product Teams responsible for developing and executing strategic business plans for health care professionals
- Completed ~12 sales visits per day; developed thorough understanding of each product and brand's KPIs, financial targets and marketing objectives (in person and virtually)
- Developed quarterly sales, marketing and budgeting plans using market intelligence and brand strategy materials
- Selected as 1 of 2 reps from a group of 45 to serve as Digital and Innovation Lead; created campaign to establish 1st ever company partnership with the Order of Pharmacists of Lebanon (2019-2021)
- Organized and hosted 8 educational events aimed at increasing vaccine awareness with local public health units received 90% positive feedback on events from participants and achieved a 5% increase in local vaccination rates

MSD, Beirut, Lebanon

Aim Hire Academy Intern, 2016

- Selected as 1 of 5 from a group of 15 interns in the country to participate in competitive rotational internship program
- Completed 2 rotations in sales and marketing; 1 of 2 interns asked to join company on a full time basis after internship

AWARDS AND ACHIEVEMENTS

- Winner, MSD Inspire Award for HPV Vaccine Logo Creativity and MSD Top Performer Award (2020)
- Winner, MSD Inspire Award for Project Execution and Excellence (2019)
- Winner, MSD Inspire Award for Fostering Collaboration (2018)

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

MSD, Beirut, Lebanon

Leading the Next Generation Network (NGN), 2018-2019

- Selected as sole person from Lebanon to represent young, high potential leaders at MSD Lebanon; represented the company at events aimed to bridge the generational gap at the company worldwide
- Wrote a paper on the benefits of reverse mentorships resulting in an increase of 20% in new hires of people 30 and under

Lebanese American University, Beirut, Lebanon

Member, Health Awareness Student Society, 2011-2016

- 1 of 10 students selected to participate in a group providing free health screenings to community members
- Completed 300+ screenings, conducted workshops to promote disease control and prevention

MMI: LEARN. LEAD. DISCOVER.



QIN YI (CHELSEA) HUANG

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

University of Western Ontario, London, Ontario
Bachelor of Science - Honours (BSc), 2020

- Honours Specialization in Biology
- Dean's Honor List 2019-2020

PROFESSIONAL EXPERIENCE

LifeLabs, Etobicoke, Ontario

Medical Laboratory Assistant, 2020 – Present

Query Team:

- Promoted to the query team after only 2 months
- Responsible for actively solving specimen-related problems that arise across all LifeLabs laboratory locations; close 75 - 450 investigations daily
- Track down 15+ missing samples daily including sending related specimens to different testing benches
- Update patient information daily including missing sex, date of birth and source of swabs; 10+ daily
- Contact clients and PSCs daily for missing documents and patient recalls

Voyager Data Processing Laboratory:

- Assisted in preparing and sorting 4,000 – 7,500 COVID-19 samples monthly prior to technical analysis using data entry and quality control practices such as unpacking and sorting specimens
- Trained and mentored 3 new medical laboratory assistants allowing for a 30% increase in the number of COVID-19 samples processed

Karas Molecular Biology Laboratory, London, Ontario

Molecular Biology Laboratory Research Assistant, 2019 – 2020

- Member of 6-person molecular biology lab; set up and conducted experiments, managed analysis and interpretation of results following data collection
- Worked on “Project DARPA” – a large DNA focused project and “Project SynOrganelles” - a research study analyzing the relationship between bacterial species and yeast by fusing cells in microfluidic chips

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

Canadian Blood Services (CBS) Western, London, Ontario

Communications Executive, 2019 – 2020

- Recruited 50 volunteers; successfully filled all blood donation slots available over a 6-month period

ErinOakKids, Mississauga, Ontario

Student Volunteer, July 2019

- Taught five children with autism how to ride a bike including taking into account personal needs and tailoring the lesson plan accordingly (ICanBike Program)
- Encouraged children with autism to stay active and participate in various physical and creative activities by scheduling hourly activities throughout the day as part of the Summer Recreation (Respite) Program

INTERESTS & ACCOMPLISHMENTS

- Hiking – currently hiking 15 km per day
- Sports – volleyball, soccer, skating, snowboarding and swimming
- Food – enjoy different cuisines from around the world; favorites include Chinese, Japanese and Indian



SAMEERA KHALID

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Western University, London, Ontario

BSc. Honors Specialization in Neuroscience, 2020

- Dean's Honor List, 2017-2020
- Graduation with Distinction; GPA 3.9

PROFESSIONAL EXPERIENCE

MUSLIM MEDICAL ASSOCIATION CANADA, Toronto, Ontario

Mental Health Programs Consultant, 2021-Present

- Redesigned the muslimmentalhealth.ca website to streamline its interface and make it more accessible for users resulting in ~40% more web traffic over the last month
- Consolidated all spiritually based mental health resources across Canada into a centralized database that will be consulted when developing informational material for family physicians and patients
- Spearheaded knowledge translation efforts to disseminate research on Muslim mental health to healthcare providers and community faith leaders resulting in 5 new formal connections for the Association

MOVE ME FOUNDATION, Mississauga, Ontario

Needs Assessment Analyst, 2021-Present

- Designed a Needs Assessment survey to identify gaps in mental health services in Peel Region
- Identified marginalized populations that would most benefit from services and created summary report to help guide future decision making by management
- Developed a one-year strategic plan to implement organization's goals and short-term objectives in an effective and timely manner

HEALTH EQUITY ACTION RESEARCH TEAM, London, Ontario

Policy Analyst, 2019-2020

- Identified barriers faced by refugees and migrants in accessing healthcare; drafted a 25 page recommendations paper based on a literature search of other Provincial and international initiatives
- Identified recurring themes across literature; developed a set of guidelines for policy change in order to increase equity and access to healthcare for refugees and migrants

CANADIAN MENTAL HEALTH ASSOCIATION, London, Ontario

Community Program Consultant, 2018-2019

- Evaluated the feasibility of a mental health training program for hairdressers and barbers in the London area
- Conducted 50+ in-depth interviews with staff from local salons and barbershops
- Collected and analyzed quantitative and qualitative survey data; developed series of considerations for launching the program
- Presented research findings to mental health workers and community leaders at the Western Community Engaged Learning Conference; ~150 attendees

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

BEINGME – MUSLIMAH EMPOWERED, Toronto, Ontario

Program Coordinator, 2020-Present

- Oversaw planning and execution of events for Black History Month 2021; served as liaison between speakers & events team

LONDON NORTH CENTRE YOUTH CONSTITUENCY COUNCIL, London, Ontario

Mental Health Committee Director, 2017-2018

- Synthesized information from scientific articles, policy papers and foreign government documents; presented a case for publicly funding non-professional mental healthcare services to the London North Centre Member of Parliament



ALLY LANG

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Queen's University, Kingston, Ontario
Bachelor of Science (Honours) Kinesiology, 2021

- GPA (3.98/4.3), 2020-2021; Dean's Honour List, 2019-2021

PROFESSIONAL EXPERIENCE

HER NAME WAS | JEWELRY & ACCESSORIES, Manhattan, New York

Merchandise Coordinator, Summer 2021

- Integrated Vend POS retail software to optimize product catalogs and inventory management; optimized profits resulting in all direct to consumer sales being achieved for Summer 2021 season (~daily values of \$3,000)
- Utilized relevant Ecommerce systems to create multiple new revenue streams to increase product sales
- Investigated wholesale platforms; selected "Handshake" as new platform and launched integrated service options allowing multiple retailer access and more efficient management of wholesale business

HELEN TUFT'S CHILD OUTREACH PROGRAM, Kingston, Ontario

Co-President, 2020-2021

- Created and launched in-person programming amid the COVID-19 pandemic through extensive logistical planning; delivered weekly literacy tutoring and meal provisions for 25 children
- Hired, trained and managed a team of 30 supervisors and tutors
- Recognized for dedication and leadership: promoted from Tutor to Supervisor (2019) and Supervisor to Co-President (2020)

AUTISM PARTNERSHIP, Kingston, Ontario

Executive Marketing Coordinator, 2019-2020

- Managed the marketing and launch of ASD fundraising events (raised \$2,000+); used Canva graphic design platform to create visually appealing infographics for event promotion on social media
- Secured sponsorships from local businesses to reduce financial costs for ASD events by ~20%

GYMNASTICS, ONTARIO, Toronto, Ontario

Provincial Trampoline Gymnastics Judge, 2017-2019

- Compiled performance scores during competitions for athletes ranging between recreational to Olympic skill level
- Executed high-pressure decisions such as awarding of points and imposition of deductions under time constraints
- Analyzed video playbacks to evaluate accuracy of calls and judgments on appeals; evaluated 1,000+ athletes

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

GLOBAL BRIGADES, El Jute, Honduras

Medical Telebrigade Volunteer, 2020-2021

- Member of mobile travel clinic; assisted remotely with medical consults, lab tests and screenings

LOST PAWS, Kingston, Ontario

Committee Representative, 2019-2020

- Helped raise awareness for Kingston Humane Society and Animal Rescue through fund raising; raised \$2,000+

QUEEN'S BACKING ACTION ON CLIMATE CHANGE, Kingston, Ontario

Board Member, 2018-2019

- Participated in campaigns to precipitate progressive climate-change legislation within Queen's University

INTERESTS & ACCOMPLISHMENTS

- Recreational Gymnastics Coach for the Junior Blues program at University of Toronto (2015-2019)
- Member of Team Canada Trampoline Team 2015-2017; Top Canadian athlete in age category at World Championships in Odense, Denmark; selected to compete at Pan American Championships in Bogotá, Colombia



ELIZABETH LEE

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

McMaster University, Hamilton, Ontario
Bachelor of Life Science (Honours), 2021

PROFESSIONAL EXPERIENCE

Trillium Health Partners Organization, Mississauga, Ontario

COVID-19 Screener / people support, 2020 - present

- Member of 20 person COVID-19 support team; screen 1,000+ patients and staff at Credit Valley Hospital per day
- Transported 70+ patients to and from appointments and provided information and updates to patients and their families

Amer.com, Mississauga, Ontario

Marketing Intern, Fall 2020

- Member of a 4-person marketing team responsible for driving product sales; achieved an increase of 15% in website hits and session duration as a result of improving keywords for SEO and Google search terms
- Created accurate product descriptions for monitor mounts and medical carts to help clients understand products better
- Completed work placement and achieved grade of A+; received positive feedback on strategic thinking abilities

Trillium Health Partners Organization, Mississauga, Ontario

Patient Service Representative, Spring 2020 - Summer 2020

- Strengthened safety procedures at the Credit Valley Hospital COVID-19 assessment centre by ensuring sanitization tasks were thoroughly completed leading to effective COVID-19 preventative measures for patients and staff
- Received 100+ comments from patients noting their visit was comfortable and safe as a result of improving transmission preventative measures

Canada's Wonderland, Vaughn, Ontario

Rides Supervisor, 2017 - 2018

- Managed team of 32 employees; trained and mentored as well as provided regular coaching and feedback
- Oversaw operational opening and closing procedures for 3 rides ensuring all rides were in safe, working condition
- Awarded with "Compliment Award" for demonstrating commitment to quality guest service experience; nominated by management and peers

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

Glamour Gals, Mississauga, Ontario

President, 2020 - Present

- Supervise team of 10 volunteers as part of Senior Home initiative focused on helping to support dignity in aging
- Organized activities such as volunteer letter writing for 150+ senior residents resulting in reduced senior isolation

Certified Listeners Society, Burlington, Ontario

Virtual Volunteer, 2020 - Present

- Listen, support, and guide individuals in need of emotional support using an online chat platform
- Completed Certified Listeners Training course issued by the Certified Listeners Society Organization

Proteus Innovation Competition, London, Ontario

Team Captain, 2020 - 2021

- Co-developed a commercialization plan for Western's Multidimensional Pain Measurement Tool for patients with chronic pain
- Selected as team captain by other team members; led communication and goal setting meetings resulting in the development of a strong commercialization plan
- Researched CRISPR technology to establish target audience for business plan; created business plan to be used in marketing strategy of product (2020)



MATT LIAN

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SKILLS SUMMARY

- Skilled in data analysis and research; fully proficient in Python for data science and Excel
- Strong problem-solving abilities; proven track record of being able to work through problems calmly and collaboratively
- Results and goal oriented; keen eye for detail and able to work well with others in team settings
- Currently studying for the CFA Level I examinations (Expected exam date in 2022)

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

McMaster University, Hamilton, ON
Bachelor of Engineering- Chemical Engineering, 2019

- Dean's Honor List; final year GPA 4.0

PROFESSIONAL EXPERIENCE

Self-Employed – Mississauga, ON

Independent Portfolio Manager, 2021 to present

- Research and invest in various classes of assets including equities, U.S. Treasury, commodities, index funds and derivatives
- Have realized 15% gains so far (~\$10,000+) by trading and adapting to new techniques and strategies

FlowEco Wastewater Solutions, Oakville, ON

Technical Sales and Support Representative, 2019-2020

- Pursued leads and negotiated new system construction and retrofitting projects; closed a project valued at \$160,000 by clarifying clients' need, creating custom treatment processes and drafting a competitive project proposal and quote
- Provided exceptional client services / technical resolutions to accounts including ArcelorMittal Windsor; received positive feedback
- Mitigated clients' fines and regulatory issues from Toronto Water; created novel process and official technical report for both parties

City of Kitchener - Kitchener Utilities, Kitchener, ON

Utilities Engineering Student, 2017- 2018

- Served as lead on retrofitting utilities 10 year project plan; determined Net Present Value by gathering vendor's quotes, researching regulatory requirements, planning appropriate project schedules and identifying project priority
- Transformed 12,000 entries of GIS raw data into easy-to-read and interactive graphs in Excel for internal teams and to use in maintenance planning and forecast for management team
- Scripted custom macros in Excel to better manage utility locates and client information through use of Userforms resulting in time savings of 2 hours of work per intern per week

ADDITIONAL TRAINING AND ACHIEVEMENTS

- In process of obtaining CFA Level I (Expected Exam in 2022)
- Effective Business Writing Certificate, University of Waterloo (2020)
- Completed Introduction to Data Science and Python courses, Michigan University (2021)
 - Data Science Project: Calculated Pearson's regression for NHL teams win/loss ratio against team's cities population
 - Demonstrated skills in cleaning, sorting and analyzing unstructured data
 - Obtained and converted data from HTML, CSV and XLSX using PANDAS and NUMPY library
 - Utilized Relational Database, Data Parsing, NUMPY, Dataframe Aggregate and Regex
- Continuous learning and adapting to investing strategy (bonds to stock ratio, risk management and technical analysis)



DANA LITTLE

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

CMU College of Makeup, Art and Design, Toronto, ON
Complete Makeup Artistry Diploma, 2019

- Elected Valedictorian of graduating class; 3.7 GPA in written and practical application

York University, Toronto, ON

Bachelor of Science: Honours Kinesiology and Health Sciences, 2018

PROFESSIONAL EXPERIENCE

FIRST AID CANADA, Toronto, ON

Bookkeeper, 2020 - Present

- Maintain inventory of all company transactions, expenses and invoices with QuickBooks accounting program
- Work collaboratively with Vice President of Sales to track, file and organize financial statements
- Organize and ship orders in an efficient and safe manner to ensure they are correct and received on time

THE HUDSON'S BAY COMPANY, Toronto, ON

Sales Associate, Bobbi Brown Cosmetics, 2019 - 2021

- Generated revenue through in-person, phone and online sales using the Salesfloor database; consistently met / exceeded sales goals of ~\$300/shift
- Worked with store's lead sales/marketing teams to create new promotions and sales strategies to improve sales during Covid-19 pandemic; successfully ran "gift with purchase campaign" resulting in an ~ monthly sales increase of 7%
- Cultivated positive personal relationships with repeat clients; received several management and client recognitions for exceptional service

BETH TZEDEK SYNAGOGUE, Toronto, ON

Sunday School Hebrew Teacher, 2018 - 2019

- Taught a weekly curriculum of Hebrew language and Jewish holidays to 12 Grade 3 students
- Built positive relationships with students and families resulting in numerous family referrals
- Identified areas for improvement in learning skills; tracked progress and reported improvements to parents

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

UNIVERSITY HEALTH NETWORK, TORONTO REHAB CENTRE, Toronto, ON

Circuit Training Volunteer, 2017

- Supervised stroke rehabilitation exercise rotation for 8 patients; assisted patients in performing exercises correctly and encouraged/tracked their progress

THE HOSPITAL FOR SICK CHILDREN (SICK KIDS HOSPITAL), Toronto, ON

Child Life Volunteer, 2016

- Organized daily activities to provide companionship for patients undergoing or recovering from orthopaedic surgeries
- Worked alongside the Child Life Specialist to keep track of patients' progress
- Developed positive rapport with patients as well as clinicians and patient families

MAGEN DAVID ADOM AMBULANCE SERVICE, Tel Aviv, Israel

Emergency Medical Technician Volunteer, 2015

- Achieved the highest mark in the extensive first-aid training program
- Assisted paramedics in performing CPR and measuring vital signs; recorded medical histories and provided wound care

INTERESTS & ACCOMPLISHMENTS

- Completed the Canadian Securities Course from the Canadian Securities Institute (2021)
- Certified makeup and prosthetics artist for fashion, theatre, film and television

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SAMAN MISAGHIAN

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SKILLS SUMMARY

- Strong analytical, problem solving skills and project management skills
- Highly adaptable and motivated; enjoy learning new things
- Excellent interpersonal and organizational abilities

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Ryerson University, Toronto, ON
Bachelor of Science Biology (Honours), 2021

- Dean's Honour List, 2018-2021
- Minor in Psychology

PROFESSIONAL EXPERIENCE

VEC, Toronto, ON

Administrative Coordinator, Summer 2021

- Managed all communication between clients and specialists in a high traffic animal hospital; shared updates and other relevant information with 50+ clients per day
- Developed positive relationships with clients; received feedback regularly regarding ability to show empathy and communicate with ease and clarity via phone and in person

M.T.S. Performance, Toronto, ON

Receptionist, 2016-2018

- Established a friendly and trusting environment between clients and technician/management teams at a high-end automotive repair shop
- Performed product research and product sourcing to identify best vendors to order from resulting in cost savings for clients; overall number of clients increased by 3% over two years

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

Toronto Wildlife Centre, Vaughn, ON

Wildlife Caregiver, 2020-2021

- Worked with 40-person volunteer team to provide care for rescued animals such as raccoons, squirrels and foxes
- Developed new cleaning methods and procedures for clinic area resulting in improved cleanliness and faster maintenance of clinic areas

Etobicoke Humane Society, Etobicoke, ON

Cat Shelter Coordinator, 2019-2020

- Member of Cat Adoption Team responsible for screening foster families for animals
- Worked one on one with visiting veterinarians to help care for animals; helped with feeding and medical care for ~95 animals

Illumine Media Project, Toronto, ON

Youth Program Tutor, 2018-2019

- Tutored 10 students aged 11-14 at Valley Park Middle School
- Adapted teaching techniques to each student's abilities resulting in positive relationships and increased confidence and abilities in students

Youth and Children Program (Baha'i Community), Toronto, ON

Tutor and Youth Programs Coordinator, 2014-2016

- Worked with a group of 20 children aged 4-15 to teach them about the importance of being active members of their communities; created activities to foster team work and cooperation



BONNIE ONG

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SKILLS SUMMARY

- Skilled communicator with extensive experience working in collaborative teams and client-facing roles
- Proven ability to handle unexpected challenges with innovative solutions; strong track record of excellent results
- Dependable and highly motivated; enthusiastic, quick-learner who enjoys developing new skills
- Proficient in Python and Excel

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

University of Toronto, Toronto, ON
Honours Bachelor of Science (Specialist in Health & Disease; Major in Physiology), 2020

- Graduated with High Distinction; 3.75 GPA

PROFESSIONAL EXPERIENCE

The Hospital for Sick Children, Toronto, ON
Research Student, 2019-2020

- Recruited 50+ patients for ongoing hemophilia quality of life assessment tool study
- Worked closely with 2-member clinical nursing team to collect data; minimized clinic disruption and increased participation feasibility for children and their families
- Performed statistical analysis using R; presented findings to clinical research team and received exceptional feedback

Dr. T. Leung Medical Office, Toronto, ON
Medical Secretary, 2018-2020

- Front-line member of clinic team; oversaw communication with patients, pharmacies, and sales representatives
- Managed daily appointment schedules to prioritize urgent matters and ensure patient satisfaction for ~45 patients daily
- Regularly received positive feedback on professionalism and communication style from patients during visits

TCAC Summer Camp, Toronto, ON

Administrative Director, Summer 2017

- Planned and executed 6-week summer camp program for 100+ children aged 5-12
- Managed registration process, maintained accurate attendance records, and oversaw communication as a liaison between staff and parents; achieved highest number of registrations in camp history
- Led and mentored team of 20 camp counsellors; built positive relationships with staff by hosting end-of-week appreciation events resulting in increased staff morale

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

University of Toronto Medical Sciences Student Union, Toronto, ON

Senior Year Representative, 2019-2020

- Planned and executed monthly academic and social events for 30-150 attendees
- Initiated a multi-union, collaborative coffee house event to encourage STEM students to continue their artistic hobbies

NxN: Intersections of Wellness in Academia, Toronto, ON

Co-Emcee & Organizing Member, June 2019

- Worked closely with team of 4 students and 1 professor to host an open dialogue on mental wellness in the classroom for ~85 students and faculty members
- Co-emceed event to guide networking session, lightning talks, and facilitated discussions



KUSH PATEL

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EDUCATION

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2022

- Winner, Ontario Graduate Scholarship (\$15,000)
- Courses of note: Project Management, Global Health, Big Data Analysis

McMaster University, Hamilton, ON

Honours Bachelor of Health Sciences, Biomedical Discovery & Commercialization, 2021

- Graduated Summa Cum Laude, 3.90 cGPA; Dean's Honour List, 2017-2021

PROFESSIONAL EXPERIENCE

HUNTSVILLE INN, Huntsville, ON

Assistant Manager, 2013-Present

- Managed business operations of 16 room motel property; received consistent exceptional client rankings from guests including "Top 5 Local" ranking on Booking.com
- Trained 5 new office staff; created new training materials including tutorial videos and a step-by-step manual to help navigate property management systems, customer service standards, financial document preparation, etc.
- Fostered a friendly environment that prioritizes customer comfort leading to a 50% customer return and 30% customer referral rate, increasing summer occupancy rate by ~20% from May-August
- Implemented COVID-19 safety guidelines resulting in increased safety and protection for staff and guests

MCMASTER INTRAMURALS DEPARTMENT, Hamilton, ON

Soccer Intramurals Supervisor, 2019-2020

- Organized ~75 soccer games per season; set up field in accordance with safety protocols, trained referees, reported game results, handled player misconduct, and coordinated 30+ soccer teams (~400 players)
- Evaluated referee performance and provided feedback resulting in improved confidence and skill development

KUMON, Huntsville ON

Tutor, 2014-2018

- Individually tutored 3-5 students aged 4 to 17 twice weekly; evaluated performance and identified how to best meet learning goals; adapted communication and teaching styles to students to ensure they were progressing
- Collaborated with team of 3 tutors to create welcoming environment especially for students who struggled with learning and skills; recommended by manager to work with students who sought help with complex math concepts

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

BIOCHEMISTRY & BIOMEDICAL SCIENCES SOCIETY, Hamilton, ON

Co-President (Elected), 2020-2021

- Led a team of 19 in event planning, establishing academic supports and managing on campus partnerships for 350+ students; was awarded 2 Program Society Awards for leadership
- Identified student mental health as priority in future planning; designed and distributed resource sheets of free university and community support systems; hosted 3 mental health focused events (~80 total attendees)
- Led the remodeling of the interview system to adapt to COVID-19 barriers & efficiently screen 40+ candidates for 17 Vice-President positions

WORLD VISION MCMASTER, Hamilton, ON

Co-Vice President Outreach, 2019-2021

- Led 35-member Outreach Team; established relationships with organizations and created volunteer opportunities for members
- Introduced Charity Miles Challenge; raised \$1,400+; planned 10 additional events focused on fostering teamwork, gender equality, diversity and global health



MADELEINE SCODELLER

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

Wilfrid Laurier University, Waterloo, ON
Honours Bachelor of Science, 2020

- Dean's List, 2019-2020
- Winner, 2019 Toronto Insurance Conference Scholarship Award for academic excellence and active involvement within the school community

PROFESSIONAL EXPERIENCE

CHUBB INSURANCE COMPANY, Toronto, ON
Operations Underwriting Associate, 2020-2021

- Performed monthly insurance audits on 60+ accounts by reviewing documents on the policy to ensure they adhered to company standards
- Implemented endorsement changes such as policy extensions as directed by underwriters using various online underwriting system software such as: CSI, CUW and @vantage
- Worked collaboratively with construction company partners to log and complete surety bonds in order to successfully place a policy in force
- Managed and facilitated the training of 4 new employees for audit and compliance processes

NORTHBRIDGE INSURANCE COMPANY, Toronto, ON
Mid-Market Underwriting Support, Summer (May-August) 2017, 2018, 2019

- Member of 7-person underwriting team; responsibilities for regular communication with brokers to ensure proper documentation of policies
- Delegated daily tasks to the customer support team in order to implement endorsement changes on accounts and supported the underwriting team to assist with policy finalization
- Worked one-on-one with client brokers to confirm policy data; conveyed updated information to appropriate underwriter
- Developed presentations in support of underwriters' marketing strategy to be presented to brokers

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

Laurier for Foundation of International Medical Relief of Children (FIMRC), Waterloo, ON
Co-founder and Vice President, 2018-2020

- Co-founded student not-for-profit organization that aims to improve healthcare in developing communities
- Managed and coordinated fundraising efforts including women's shelter drives and food bank events
- Served as representative for the organization at campus wide events with other student organizations and faculty
- Recruited 80+ new members and formalized meetings resulting in high member retention

RESEARCH EXPERIENCE

WILFRID LAURIER UNIVERSITY, Waterloo, ON
Research Assistant, 2019-2020

- Grew pea plants and performed chloroplast isolation protocols for the purpose of isolating intact chloroplasts to be used in comparative in vitro import studies, using various recombinant proteins
- Maintained a detailed lab notebook noting daily findings; completed report summarizing 'Antibody Production utilizing Heterologous Production Platforms for Therapeutic Practices'

INTERESTS & ACCOMPLISHMENTS

- Skydiving, reading historical non-fiction novels and baking
- Sports – enjoy soccer, volleyball, kickboxing and running



SAAD SULTAN

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

New York University, New York, USA

Bachelor of Science in Mechanical Engineering, 2019

- Received full tuition, merit-based scholarship, 2015-2019
- President (Elected), Pakistan Student Association
- Completed full semesters in Abu Dhabi, New York and Oman
- Wrote Research Thesis on: Designing a robust paper-based Water Filtration System for developing regions

PROFESSIONAL EXPERIENCE

HYUNDAI NISHAT MOTORS PRIVATE LIMITED (HNMPL), Faisalabad, Pakistan

Production and Performance Engineer, 2020-2021

- Developed time studies, SOPs and standard work flow charts as part of a new model production
- Coordinated with all production departments, performed weekly and monthly production performance analysis through root cause analysis and data evaluation resulting in the elimination of ~99% of all non-compliances
- Presented daily production statistics and weekly performance analysis to senior managers on a regular basis
- Designed recruitment tests as part of new hiring initiative; conducted 500+ tests, 150+ interviews and selected 50 new hires
- Led ISO certification and internal audit activities for production as ISO coordinator

HYUNDAI NISHAT MOTORS PRIVATE LIMITED (HNMPL), Faisalabad, Pakistan

Graduate Trainee Engineer, 2019-2020

- Member of manufacturing plant production team; designed tools, trolleys, racks and hoists as required
- Suggested improvements to materials, methods and machinery as per Kaizen operations

DESCON OXY CHEM LIMITED, Lahore, Pakistan

Engineering Intern, Summer 2019

- Member of plant operations team; reviewed maintenance reports and completed work requests
- Created technical and safety reports; suggested areas for improvements resulting in several changes being adopted by management team and an increase in production of ~10%

SUITS & ADVISORS, Abu Dhabi, United Arab Emirates

Student Law Intern, Spring 2019

- Interviewed 40+ clients to learn about what types of services/expertise they required; prepared presentations and reports of findings to share with senior law team members to assist in case distribution

NEW YORK UNIVERSITY ABU DHABI, Abu Dhabi, United Arab Emirates

Research Assistant, 2017-2019

- Selected as the only fully funded student out of 300+ applicants to work at the Advanced Microfluidics and Micro Devices Laboratory and the Laboratory for Immuno Bioengineering Research and Applications
- Worked as a member of several bioengineering lab teams; collected and analyzed data and presented research at symposiums and conferences in Abu Dhabi, Sharjah and Berlin (400+ attendees/event)

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

OFFICE OF RESIDENTIAL EDUCATION (NYUAD), Abu Dhabi, United Arab Emirates

Residence Supervisor, 2016-2019

- Selected from 200+ students to serve as student leader for the Office of Residential Education; was asked to stay for
- 3-year term as a result of outstanding evaluations from peers
- Managed residence hall for 30 international students; provided counseling and conflict resolution as required
- Facilitated and planned professional and social workshops and training events for 400+ students on a monthly basis



JIANING (KENNETH) SUN

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SKILLS SUMMARY

- Strong background in data analysis, finance and mathematical models
- Proficient in Python, Tableau, SQL, Excel, actively working on VBA Macros
- Proven leadership and project Management abilities; self-motivated and results-oriented
- Flexible, fast learner with a genuine interest in entrepreneurship and data science

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

University of Toronto, Toronto, ON
Bachelor of Science, 2021

- Specialist in Mathematical Applications in Finance and Economics, Minor in Statistics and Spanish
- Dean's Honour List, 2018-2021
- GPA 3.74

PROFESSIONAL EXPERIENCE

Orient Securities, Changchun, Jilin Province, China
Financial Advisor Intern, Summer 2020

- Produced daily Profit and Loss (P&L) statements for 10+ clients using Excel; provided feedback and support on statements
- Generated portfolio reports on security trades, term loans and derivative transactions; shared reports with clients and ensured they were 100% accurate

Jobster.io, Toronto, ON
Business Analyst, Fall 2019

- Validated co-op salary information from 120 Canadian post secondary institutions using from various data sources including csv, txt and websites
- Collected, cleaned and presented hourly salary data by university and major; shared findings using visually appealing graphics and easy to understand language
- Designed and launched co-op salary dashboard allowing high school students to quickly and easily access information about co-op programs to assist in determining their top university choices (<https://kesolutions.ca/coopsalary>)
- Created interactive user guide and step by step manual for Recruitment UI

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

881 Drama Club, University of Toronto, Toronto, ON
President, 2019-2020

- Elected to lead a team of 21 staff and 50-member campus-wide drama club
- Created annual strategic plan and oversaw club operations, finances, and sales
- Supported the successful performance and production of 12 drama shows; 180+ audience per performance
- Raised record funds of \$5,000 allowing for the club to continue to run and engage students

INTERESTS & ACCOMPLISHMENTS

- Have participated in volunteer educational trips to Villa El Salvador, a village in Lima, Peru (Summer, 2018)
- Completed Summer Abroad program in Seville, Spain (Hispanic Cultural and Language Studies, Summer 2018)
- Enjoy learning about new cultures and travel; have visited Iran, Serbia, Cuba and Morocco



LEEN TAHER

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

American University of Beirut (AUB), Beirut, Lebanon
Bachelor of Arts in Psychology, 2019

- Completed Semester Abroad (University Carlos III Madrid, Spain, 2018)
- Elected to serve as Student Faculty Representative (2016-2017)

PROFESSIONAL EXPERIENCE

Heed with Might and Main, Dubai, UAE/Beirut, Lebanon

Associate Consultant, 2020-2021

- Collaborated with team members on multiple agriculture, fintech and insurance projects that lasted on average 14 weeks
- Created 6 successful sales formulas for key client; considered scalability & layout of sales force structure and compensation
- Selected for 5 pro bono cases by senior managers; advised local SMEs on business plans, market research, contract leads and investor connections
- Oversaw ~85% of the company's research collection and data mining; acquired full expert proficiency in Excel, Tableau, Alteryx, PowerPoint and Vlookup

Heed with Might and Main, Dubai, UAE/Beirut, Lebanon

Consulting Intern, Spring 2020

- Conducted research and presented data to team members and clients using benchmarks, filtering and simulations
- Received training on sales management and client management strategies; used Business Intelligence Software to support project deliverables
- Supported consultants in editing and creating reports, manuals and presentations; received positive feedback on ability to pay attention to detail, express information clearly and concisely as well as professionalism
- Offered full time role with organization at end of internship term

Antwork, Beirut, Lebanon

HR and Marketing Research Assistant, Fall 2019

- Drafted 30 new job descriptions and created detailed workflow designs resulting in increased employee retention and faster on boarding
- Introduced ZOHO data management system to encourage staff interaction leading to ~15% increase in employee productivity and ~10% increase in employee incentive program participation

ADDITIONAL EXPERIENCE

Deloitte Mentorship Program, Dubai, UAE/Beirut, Lebanon

Mentee, Winter 2020

- 1 of 25 mentees selected to participate in Deloitte's Middle East Mentorship Program; chosen from 250+ candidates to receive one on one mentorship from Deloitte mentors
- Completed ~6 hours of weekly professional and personal skills development training; developed strong competencies in digital platform use, leadership and conflict resolution

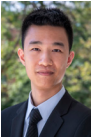
The Beacon Fellowship, Madrid, Spain/London, England

International Business Fellow, Winter 2019

- Selected from 100+ applicants to complete fellowship under the full time guidance of a McKinsey alumnus/Harvard MBA student; received 160+ hours of training and mentorship
- Worked with a team of 5 to create and present a comprehensive go-to-market strategy for the Fintech and Aviation industries resulting in a 20% increase in customer service response and satisfaction

INTERESTS & ACCOMPLISHMENTS

- Tennis, yoga, hiking, skiing and art; especially pop-art and historical arts such as Plastik magazine



MARK TENN

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EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

- Winner, Ontario Graduate Scholarship for Academic Excellence (\$15,000), 2021

Queen's University, Kingston, ON
Master of Science (Specializing in Immunology), 2017

- Winner, Canadian Graduate Scholarship for Outstanding Research Accomplishments (\$17,500), 2016
- Winner, Ontario Graduate Scholarship for Academic Excellence (\$15,000), 2015

McMaster University, Hamilton, ON
Bachelor of Health Sciences (Honours), 2015

PROFESSIONAL EXPERIENCE

KINGSTON GENERAL HEALTH RESEARCH INSTITUTE, Kingston, ON

Clinical Research Recruiter, 2017-2019

- Recruited 280 patients for 3 clinical trials; conducted 400+ phone interviews to assess trial eligibility, created recruitment plans to align with sponsor's goals and oversaw trial visit scheduling
- Monitored an electronic database of 375 clinical trial patients; performed quality control protocols to enter/verify trial data and organize patient documents for clinical monitoring resulting in a successful audit inspection

QUEEN'S UNIVERSITY, Kingston, ON

Teaching Assistant (Introduction to Microbiology), 2016

- Worked in a team of 3 to create and deliver weekly lab presentations to 45 undergraduate students; illustrated basic microbiology concepts and culture techniques using hands-on demonstrations

RESEARCH EXPERIENCE

QUEEN'S UNIVERSITY - DIVISION OF ALLERGY, Kingston, ON

Graduate Student Researcher, 2015-2017

- Launched a new research collaboration between the Allergy and Dermatology Divisions; leveraged new project data and prepared 3 successful grant applications resulting in \$68,000 of project funding
- Led 6 clinical research projects; conducted all lab experiments, analyzed data, and produced analysis reports resulting in 8 1st author publications
- Delivered 4 research conference presentations and tailored information to audiences of ~100 faculty and peers; awarded 2 prizes for Best Poster Design and Best Answer Delivery

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

CAREER SERVICES - QUEEN'S UNIVERSITY, Kingston, ON

Peer Advisor, 2015-2019

- Managed communications between new students and Program Coordinators by sharing feedback during team meetings and integrating insights into initiatives that improved the student experience
- Built positive relationships with peers by providing resume feedback, writing resources, and interview coaching; 43/43 undergraduate students recommended this service to their peers during 3 evaluation periods

ENRICHMENT STUDIES UNIT, Kingston, ON

Course Instructor, 2016

- Designed and delivered a 1-week health sciences course for 12 high school students
- Led students through 5 case-based activities by engaging the class in active discussions and providing a framework for analyzing complex problems; received a 9.8/10 overall instructor rating from students

INTERESTS & ACCOMPLISHMENTS

- Recreational badminton player, novice stock and Forex trader



LINING WANG

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SKILLS SUMMARY

- Highly motivated and energetic team player
- Quick learner who is results driven; able to easily adapt to changing work environments and projects
- Strong communication and interpersonal skills, enjoy working on collaborative tasks

EDUCATION

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2022

- Master of Management of Innovation Candidate, 2022
- Courses of note: Marketing, Management of Technology and Business Strategy

McGill University, Montreal, QC

Bachelor of Science, 2020

- Double Major in Food Science and Nutritional Science
- Completed Senior Project on the Development of Commodity Replacer in Yogurt; received an A grade

PROFESSIONAL EXPERIENCE

ZUOYEBANG, Beijing, China

Operation Assistant, Summer 2021

- Member of editorial team responsible for the creation, production and sharing of videos on social media (i.e., TikTok, WeChat) to promote online educational products
- Managed 30+ client accounts and oversaw all customer service issues; collected client feedback and used it to organize product review surveys

LINEDATA, Toronto, ON

Research Intern, Fall 2020

- Conducted competitive analysis and research on Asset Management field; compiled findings using Excel and created a presentation to drive informed strategic decision making for senior management
- Developed structured approach to identify target countries suitable for potential market expansion based on logical criteria resulting in more targeted pitch plans
- Developed comprehensive business case and market expansion plan; presented to senior management and internal stakeholders and received very positive feedback
- Successfully identified gaps, inconsistencies and opportunities to expand into Latin American market resulting in 2 new accounts

INTERNATIONAL FLAVOR AND FRAGRANCES, Shanghai, China

R&D Assistant, 2019

- Worked collaboratively with Quality Control Team to create recipes using strict and precise guidelines; completed quality specification evaluations on all recipes within 24 hours
- Developed new compounded flavours for evaluation; followed standard guidelines to ensure compounds were in line with project requirements
- Developed and maintained raw material database to be used by 20+ team members; included metrics such as storage location and expiry date resulting in a more streamlined operations and efficiency
- Developed comprehensive prototype with modifications; conducted consumer testing with 500+ participants and evaluated feedback leading to the development of a new flavour

INTERESTS & ACCOMPLISHMENTS

- Native Mandarin speaker, intermediate level oral and written French, self-learning Korean
- Travel, photography, video editing, creating vlogs using Adobe Photoshop & Premiere Pro



JOHN XIONG

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SKILLS SUMMARY

- Sound communication, interpersonal and analytical thinking abilities
- Enjoy working through challenges collaboratively; thrives in team environments
- Exceptional project management skills; adaptable and highly motivated

EDUCATION

University of Toronto Mississauga, Mississauga, ON
Master of Management of Innovation Candidate, 2022

University of Toronto, Toronto, ON
Bachelor of Applied Science, Mechanical Engineering 2018

- Co-authored research thesis on use of SPC and DE tools in the automotive industry; received an A grade
- Completed a 5-person capstone project with Michael Garron Hospital on autonomous UV technologies disinfection devices resulting in several recommendations being implemented by hospital departments
- Dean's Honour List, 2018, Final Year GPA 3.72

PROFESSIONAL EXPERIENCE

AERODYNAMICS INSPECTING CONSULTANTS LTD, Mississauga, ON
Senior Mechanical HVAC Design Technologist, 2019-2021

- Supervised a team of 4 junior technicians, dispatched team members to different job sites and provided technical support resulting in improved productivity
- Trained and mentored 10 interns; demonstrated various procedures such as standard testing sequence and offered on-going guidance and mentorship leading to successful and on-time completion of 100+ projects
- Summarized 100+ project reports including governmental and commercial projects such as paramedic centres, hospitals, police stations, schools, condominiums and office towers

AERODYNAMICS INSPECTING CONSULTANTS LTD, Mississauga, ON
Junior Mechanical HVAC Design Technician, 2018-2019

- Reviewed engineering designs and specifications for general heating ventilation and air conditioning systems, performed onsite TAB (testing, adjusting, and balancing) work to ensure equipment functionality
- Inspected and monitored the installation of HVAC systems, communicated with mechanical contractor and design engineer to assure and assess design feasibility

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

BEAVER WITH U, Toronto, ON
Project Associate, 2019 - Present

- Organized and managed a peer tutoring program to support 100+ high school aged students in preparing for university; offered ESL courses to group of 17 seniors
- Created highly engaging social media content to improve brand recognition resulting in an 10% increase of followers on Instagram, WeChat and Red per month (September 2019 to September 2020)

INTERESTS & ACCOMPLISHMENTS

- Enjoy working out, weightlifting, yoga and HIIT



YUE (HERMIONE) ZHOU

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SKILLS SUMMARY

- Strong interpersonal and team work abilities; enjoy collaborative tasks and working with others
- Adaptable fast learner with exceptional problem solving and project management skills
- Expert proficiency in Excel, Civil 3D and Naviswork

EDUCATION

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2022

- Course of note: Strategy and Science of Emotional Intelligence

University of Saskatchewan, Saskatoon, SK

Bachelor of Civil Engineering, 2017

- One of 4 out of 100 civil graduate students selected to represent University at the annual Canadian Society of Civil Engineers Conference (CGSE), year
- Dean's Honor Roll, 2016-2017

PROFESSIONAL EXPERIENCE

SOLARIS MANAGEMENT CONSULTANTS INC., Surrey, BC

Civil Engineer, 2018-2021, (Enbridge T-South Reliability and Expansion Projects, 5.4 billion)

- Managed, planned and coordinated 15+ oil and gas earthwork projects from start to finish
- Participated in preliminary design meetings and decisions as well as sourcing of construction partner meetings
- Reviewed and updated project specifications and policies to ensure they were safe and accurate
- Liaised with other engineering teams to resolve design problems and update project criteria resulting in the timely completion of 100% of assigned projects

JACK CEWE LTD., Coquitlam, BC

Project Coordinator, 2017-2018

- Oversaw the execution of 6 large-scale government infrastructure projects including North Vancouver IC Installation projects, City of Coquitlam Roadway Construction 2017.
- Reviewed designs and drawings for client specification accuracy, quantity take off and tender submissions
- Identified project restrictions and researched possible solutions; proposed amendments
- Produced project performance reports using MS Project and Excel; submitted reports to senior engineers for review and received positive feedback on accuracy and details
- Conducted in person client meetings; represented engineering teams and consultants in their absence

EXTRACURRICULAR / VOLUNTEER EXPERIENCE

CANADIAN SOCIETY FOR CIVIL ENGINEERING (CSCE), Vancouver, BC

Youth Representative, Vancouver Branch, 2017-2021

- Planned, organized and executed 50+ member events focusing on smart city design, sustainability development and green cities
- Managed key partner and sponsor relationship with KPMG

INTERESTS & ACCOMPLISHMENTS

- Member, Association of Chinese Canadian Engineering Professionals and Technologies, 2017 - present
- Member, Society for Canadian Women in Science and Technology, 2017-present
- Newspaper Editor, EGBC, 2017-2018
- Snowboarding, skiing, cooking and baking

University of Toronto Mississauga

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